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Salesforce Certified Platform Strategy Designer Sample Questions (Q97-

Q102):

NEW QUESTION # 97

Cloud Kicks feels confident about its vision for a new loyalty program and has received approval from leadership to begin development.

What is needed from the strategy designer to inform a roadmap from MVP to mature offering?

- A. Effort sizing and user story points
- **B. Phases of feature development**
- C. Instrumentation and POC prototypes

Answer: B

Explanation:

Phases of feature development are needed from the strategy designer to inform a roadmap from MVP to mature offering. Phases of feature development are stages or steps that define how a feature or solution will evolve over time, from its initial version to its final version. They help plan and prioritize the scope and sequence of work, and communicate the vision and value proposition of the product or service. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-phases-of-feature-development>

NEW QUESTION # 98

A strategy designer wants to make a case to executive stakeholders to target a new, saturated market with the purpose of increasing new customer acquisition.

Which approach should the designer focus on?

- **A. Restate business goals and show how design could be used to de-risk exploration of this**
- B. Make a presentation on design best practices and have industry experts speak on new market
- C. Create a clickable high fidelity prototype to assess feasibility and perform user research on

Answer: A

Explanation:

The approach that the designer should focus on is to restate business goals and show how design could be used to de-risk exploration of this opportunity. This approach can help the designer align the new product vision with the executive stakeholders' expectations, needs, and priorities, and demonstrate how design methods and tools can help validate assumptions, identify risks, and test solutions in a saturated market. Making a presentation on design best practices or creating a clickable high fidelity prototype may not be enough to convince the executive stakeholders of the value proposition and feasibility of targeting a new market.

NEW QUESTION # 99

A tech company that specializes in mobile app development is looking to innovate and launch a new app that helps users manage their mental health. The company's target audience is young adults aged 18-35.

What external factor might impact the strategy for this development?

- **A. HIPAA regulations**
- B. Push notifications

Answer: A

Explanation:

For a mobile app managing mental health, HIPAA (Health Insurance Portability and Accountability Act) regulations are a crucial external factor. These regulations govern the privacy and security of health information, which is especially pertinent for apps handling sensitive mental health data. Ensuring compliance is essential to protect user information and avoid legal issues.

NEW QUESTION # 100

A strategy designer is working on a future digital commerce vision for Cloud Kicks.

What should the designer focus on when engaging technical stakeholders?

- **A. Explore feasibility and opportunities for future innovation.**

- B. Minimize technical stakeholders' input at this early stage.
- C. Ensure all ideas have buy-in from technical stakeholders.

Answer: A

Explanation:

The designer should focus on exploring feasibility and opportunities for future innovation when engaging technical stakeholders.

Feasibility refers to how possible or realistic it is to implement a solution, given the technical constraints or requirements.

Opportunities for future innovation refer to the potential or possibilities for creating new or improved solutions, leveraging the latest technologies or trends. Both aspects help foster a collaborative and creative dialogue between the designer and the technical stakeholders, and ensure that the solution is both viable and desirable.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/engage-technical-stakeholders>

NEW QUESTION # 101

The design team at Cloud Kicks used qualitative research to uncover an opportunity to create a new line of sustainable footwear.

What should the strategy designer do to build a shared understanding and agreement among business leaders to move forward with this new initiative?

- A. Complete a competitive analysis collaboratively in a workshop.
- B. Select the most senior stakeholder's goal as a path forward.
- C. Share customer needs and tie them to business goals.

Answer: C

Explanation:

The strategy designer should share customer needs and tie them to business goals to build a shared understanding and agreement among business leaders to move forward with the new initiative of creating a new line of sustainable footwear. This helps demonstrate the value and relevance of the initiative, and how it aligns with the business vision and objectives.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/share-customer-needs-and-tie-them-to-business-goals>

NEW QUESTION # 102

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